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Draft terms of reference
Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries

Agreed text submitted by the Chairman of Drafting Group B

1. To analyze prospects for, and examine ways of, expanding the trade opportunities of developing countries for the diversification and growth of their export supply capability and for the enlargement and improvement of their export market opportunities. In that context to:

(a) consider various national experiences in order to identify national measures, incentives and policies for enhancing the competitiveness of sectors and industries with an export potential;

(b) examine ways to increase export-oriented investment in developing countries by domestic and foreign firms;

(c) research and compare national experiences of the impact of import liberalization on general economic development and exports;

(d) identify trade expansion opportunities for developing countries arising from liberalization of trade measures hindering the access of developing countries exports to markets;

(e) consider the role of trade promotion and marketing as well as the possible impact of improving trade-related information technology and flows on the trade of developing countries.

2. In carrying out the work as foreseen in paragraph 1 above, the working group will analyze and identify product and export market opportunities which are a consequence of developments such as: structural adjustment policies in various countries; trade measures, including liberalization measures such as those adopted to implement the results of the Uruguay Round; and measures and arrangements to promote regional integration. The working group will include the results of this analysis of such product and export market opportunities in its report to the Trade and Development Board.